



Understanding the Future Requirements

An EV Future | Navigating the Transition

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Electric fleets are here.

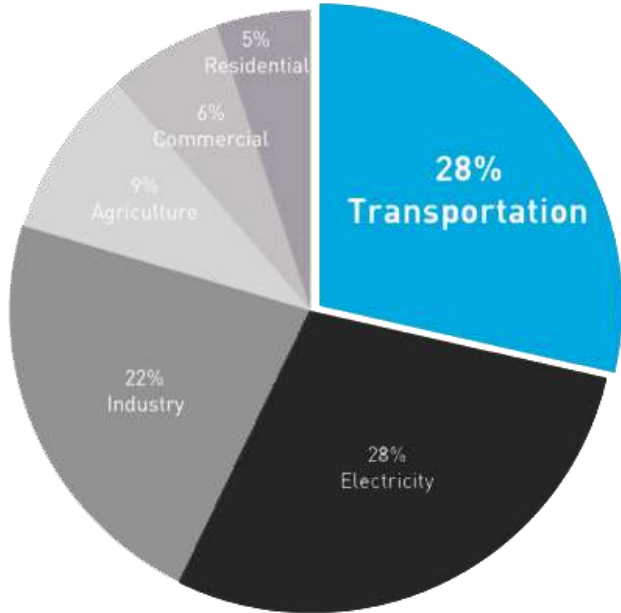
Major OEM EV Commitments



Major fleet EV Commitments



North American Fleet Market is Massive



U.S. Greenhouse Gas Emissions

300 billion
Miles Traveled

\$200 billion
Annual Spend

30+ million
Vehicles

Market size and make in the US

Total Number of Fleet Vehicles in the US

30+ Million

Total Number of Fleet Vehicles Leased by top 10 Fleet Management Companies

4+ Million

Distribution of Class of Vehicles in Fleets

31%
Passenger Cars

56%
Class 1-5

7%
Class 6-8

6%
Busses

Expected Market Size for Electric Fleets in 2030*

\$16B – \$36B

* Projections from Navigant, BNEF and McKinsey

Electrification is complex

(Source: Over 250 interviews eIQ conducted)



Pick locations,
Vehicles
& Chargers



Deploy &
Finance Assets

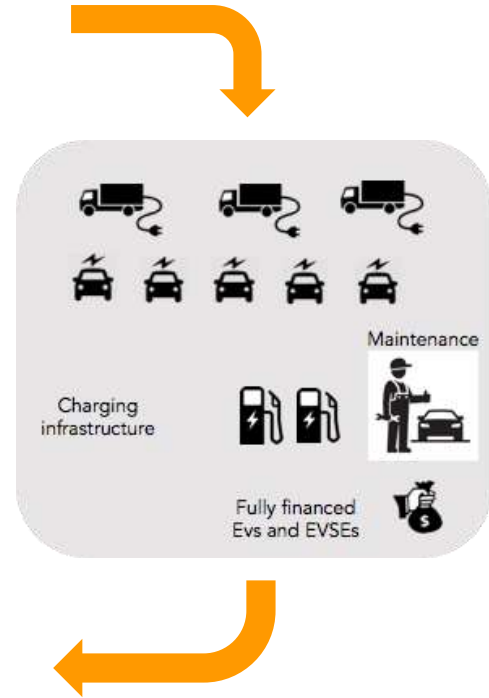


Operate &
Optimize
Performance

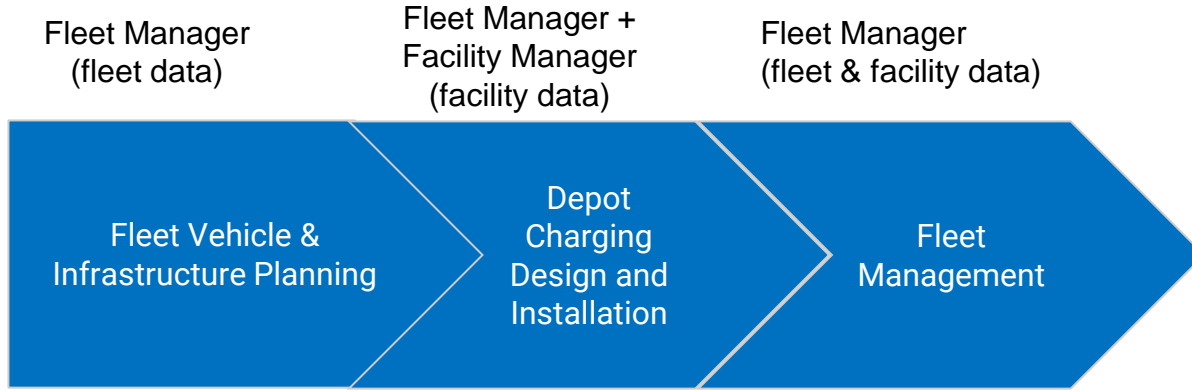


Scale

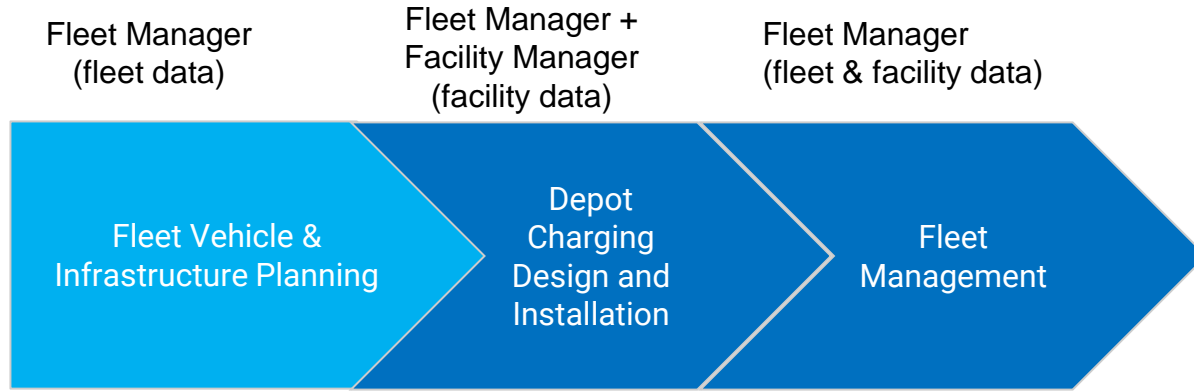
eIQ Mobility offer today



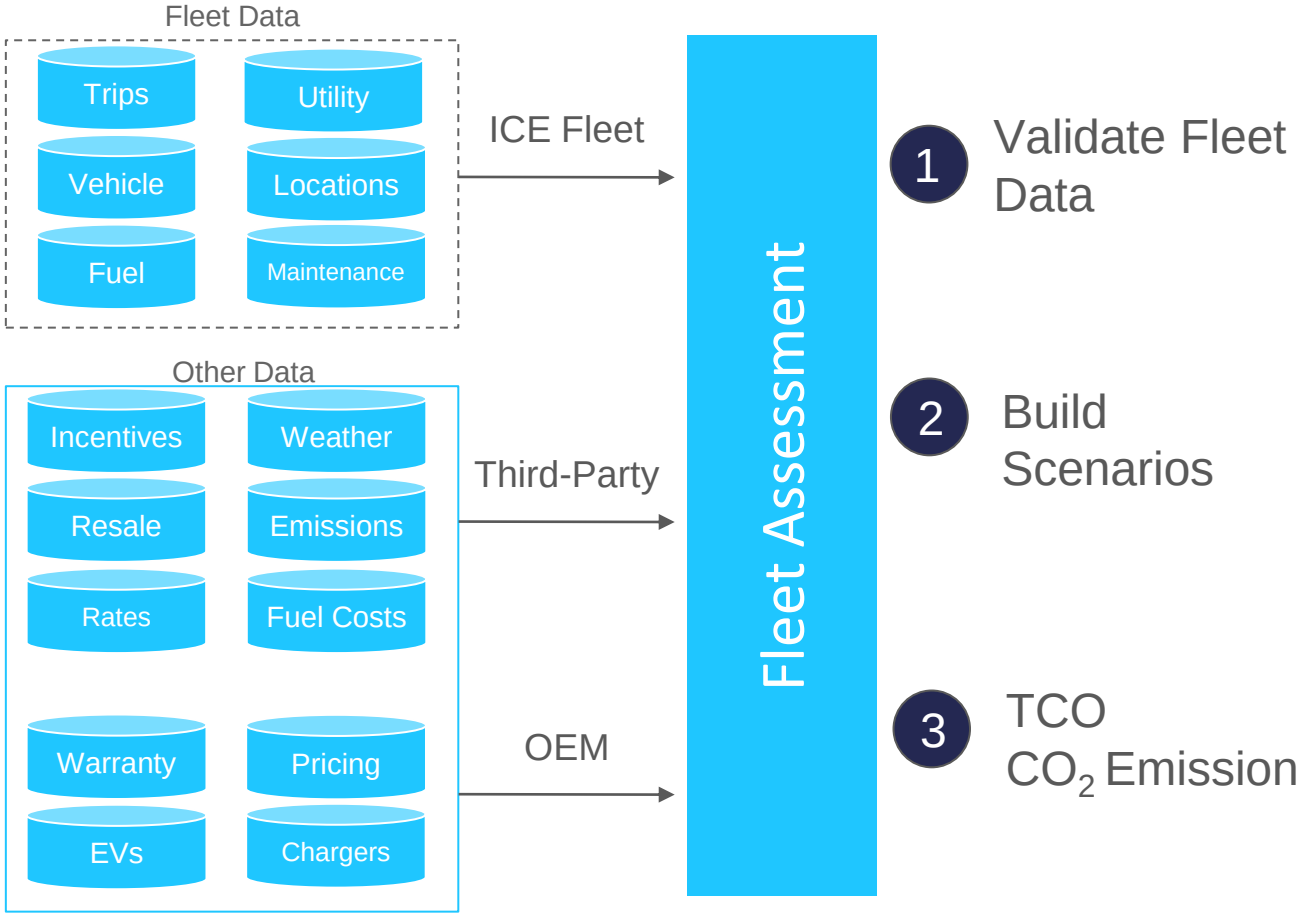
Fleet Electrification Journey



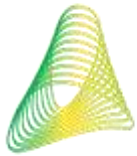
Fleet Electrification Journey



Fleet Electrification Assessment



Fleet Data Collection



UTILIMARC®



wheels



GILBARCO
VEEDER-ROOT



element



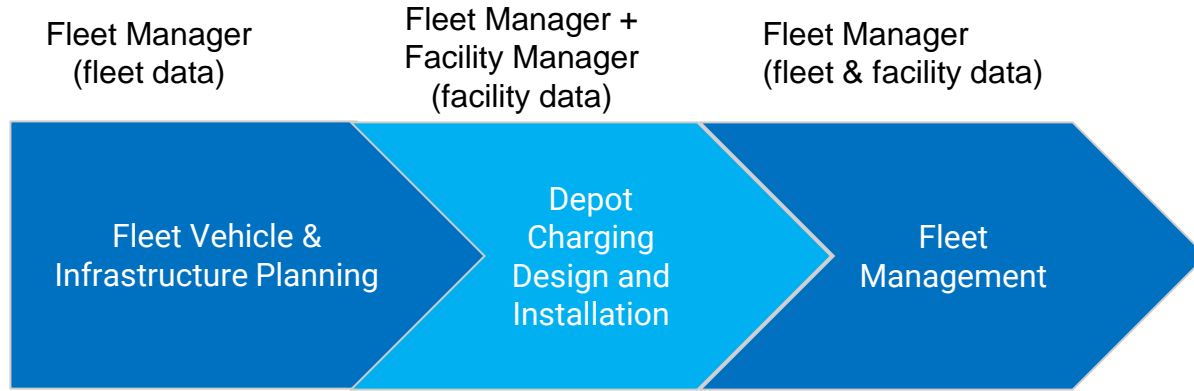
Telematics

Fleet Management
Companies

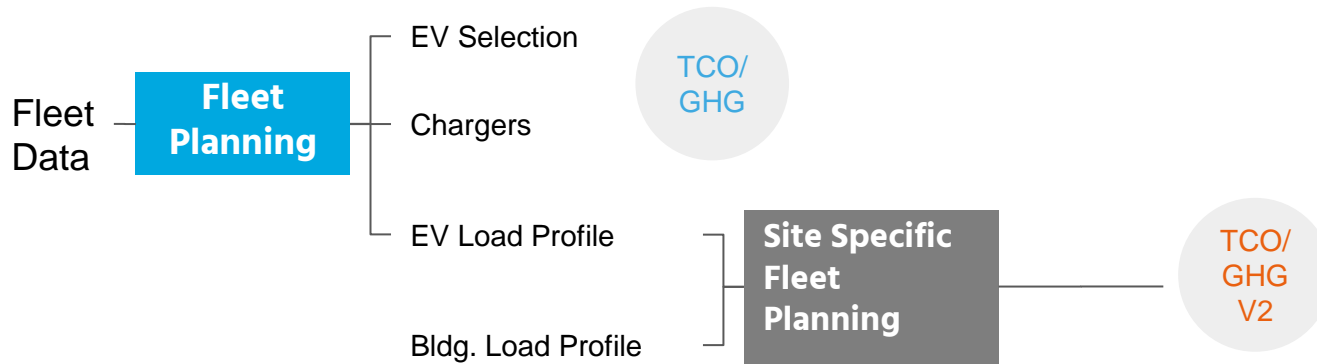
Fuel Providers



Fleet Electrification Journey



Design & Installation



TCO/
GHG

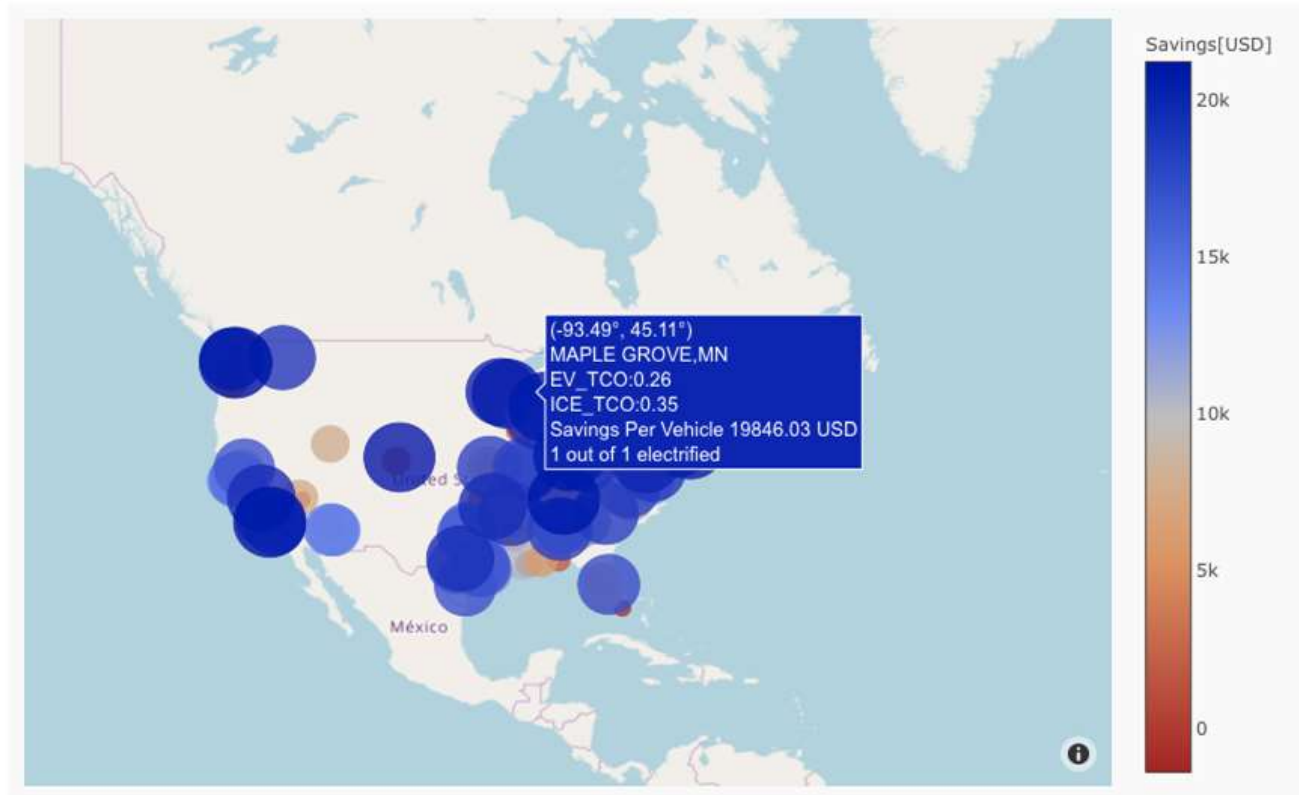
- Fleet data and fleet only analysis
- No infrastructure updates

TCO/
GHG
V2

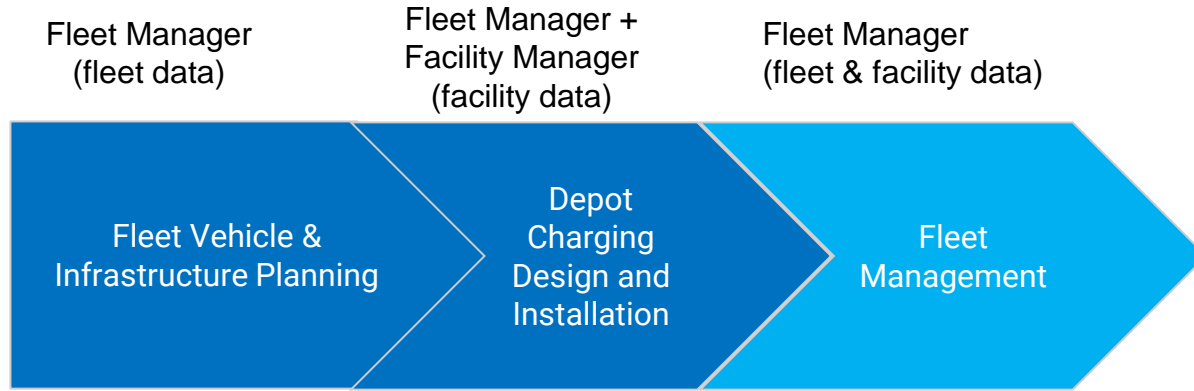
- Fleet + facility data
- Needs at least one utility bill load data for one year
- Or utility bills for one year (if the bills show load profiles)
- Includes infrastructure updates
- Includes options with and without DERs

Select Number of Top Locations: 178

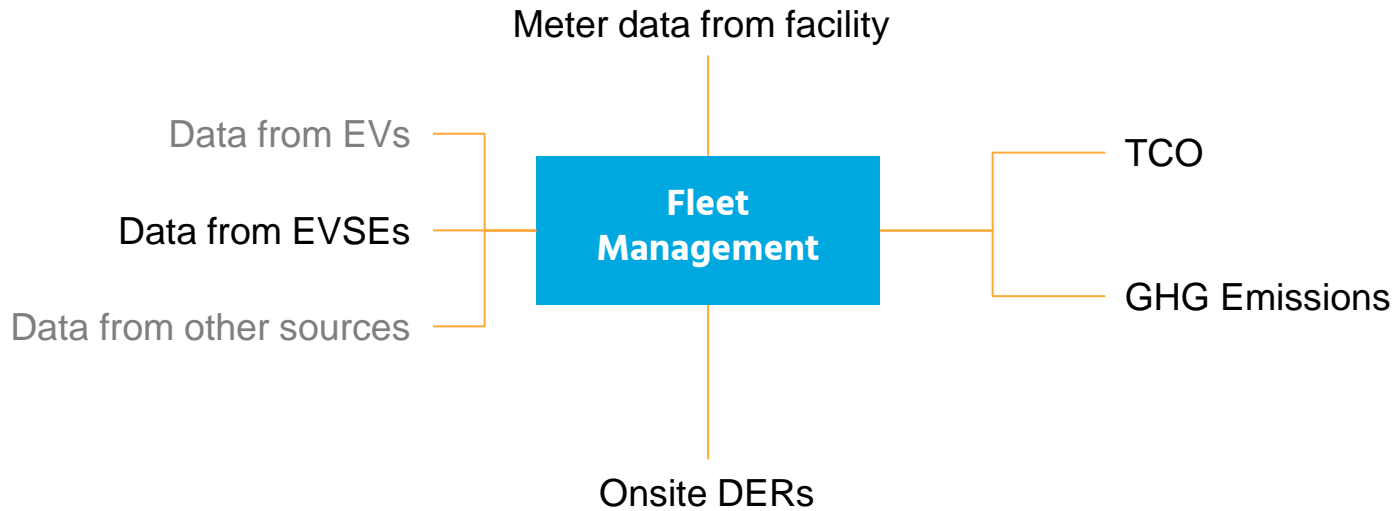
178



Fleet Electrification Journey



Electric fleet management (Scheduling, monitoring and reporting)



Thanks!

Any questions?

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